Index for January – June 1986

COMPENSATION
Circuit Court's Five-Point Test For Reasonable Compensation — Feb. p. 8
How Much Your Company Can Pay You And Get an O.K. from IRS and Court — Feb. p. 6
CORPORATIONS
How Corporations Get Their Names — Feb. p. 25
Is Going Public the Right Move For You and Your Company? — June p. 6
When Supplier Is Related Corporation — Feb. p. 25
CREDIT AND COLLECTIONS
Asset-Based Financing Grows As Way Small Businesses Get Cash — Feb. p. 3
Credit Card Rates Dipping But Watch Fees, Other Charges — Jan. p. 25
How to Make the Right Moves When You Want to Borrow — Feb. p. 11
How to Protect Yourself When You Take a Big Contract — June p. 25
New Ways to Use Letters of Credit When You Need Financing — June p. 21
Stop Payment in Writing — May p. 26
DEDUCTIONS (BUSINESS)
Big Write-Off For New Equipment — May p. 25
Deductions for Travel Abroad — Feb. p. 26
Get the Deductions You Deserve When You Spend Money on Business — Jan. p. 3
How to Depreciate a House When It's Used for Business — April p. 25
Phone Doesn't Change Car Rules — April p. 26
Rules For Conventions Overseas — June p. 26
Straight-Line for Real Estate — May p. 27
Tax-Free Death Benefits — April p. 26
Time Limit on "Temporary Job" — May p. 26
Unpaid Large Theft and Casualty Losses May Qualify as Tax Deduction — April p. 13
When Client Provides Lodging — May p. 26
Your Last Chance for Speedy Depreciation And Investment Tax Credits — April p. 3
EMPLOYEES
A Test To Tell How Well You Supervise Your Employees — Feb. p. 21
Controversy Grows Over Employees' Right to Privacy — May p. 28
Deadlines in Union Negotiations — Feb. p. 26
Employee and Common Law Employee — Jan. p. 24
Employees Must Behave On Duty — May p. 26
Employees' "Outside" Income — Jan. p. 24
Handling One of Business's Ugliest Problems—Stealing by Employees — Jan. p. 16
How "Appraisals" Can Help Your Employees Do Better Work — Feb. p. 11
How to Get the Best Applicant With Your Help-Wanted Ads — May p. 19
How to Learn the Most When You Interview Job Applicants — April p. 16
Is High-Tech Office Equipment Hazardous to Employees' Health? — June p. 18
Medical Coverage that Favors Key Employees Without Losing Tax Edge — Feb. p. 9
Salaries On Government Projects — April p. 27
Tax Rules on Employees May Vary — Feb. p. 26
When Co-Workers Don't Get Along — June p. 26
When It Pays for a Small Business To Use an Executive Search Firm — Feb. p. 20
Workers Awarded Compensation For Job-Related Stress — Jan. p. 26
FINANCIAL PLANNING
Advantages of Prepaying Mortgage — Feb. p. 26
All-in-One Asset Management Account Helps You Improve Cash Flow — May p. 9
Bad Times May Be Good Time To Start a New Business — Feb. p. 28
Bookkeeper vs. CPA — Feb. p. 26
Buy a Business or Start a New One? Factors to Consider — May p. 25
Factors to Consider When Choosing An Executor for Your Will — April p. 21
How to Pick a Bank When Safety Is Your Priority — Feb. p. 27
Keep a Firm Rein on Spending When You Get a Sudden Windfall — Feb. p. 13
Low-Cost Term Insurance Can Help Partners Fund a Company Buyout — Feb. p. 25
Playing the Tax-Exempt Game — Feb. p. 26
When Joint Ownership Has Problems For Business Owner and Spouse — Feb. p. 23
INDEX
July — December 1985 — Jan. p. 27
LEGAL ISSUES
Business Owners May Be Responsible For Agreements Made by Employees — Feb. p. 25
How to Avoid Legal Problems When Agents Act on Your Behalf — June p. 11
How to Keep Down Legal Fees Through Selective Use of Lawyers — April p. 9
MANAGEMENT
Best Way to Operate Now— Proprietor, Partners or Corporation? — Feb. p. 3
Boost Your Profits With the Right Computer Software — Feb. p. 13
Boredom and Burnout Are Main Reasons Owners Sell Their Businesses — April p. 28
Business People Take Steps To Limit Risks of Traveling Abroad — June p. 28

Compare Express Delivery Services
To Get the Best Deal — Feb. p. 17
Don't Begrudge Yourself a Vacation—
You Need It and Deserve It — June p. 27
Funeral Parlors Top List
Of Businesses with Lowest Failure Rates — Feb. p. 28
How to Cut Mailing Costs
As Postal Rates Keep Rising — Jan. p. 18
How to Prevent Cargo Theft
At All Stages in the Shipping Process — April p. 11
How to Use an Umbrella Policy
To Cut Your Liability Risks — May p. 18
Office Strategies that Save Money
By Reducing Postage Costs — April p. 19
Protect Your Business from
Crimes Practiced on Cashiers — Feb. p. 16
Steps You Should Take
Before You Expand Your Business — May p. 3
Watch Those Postage Costs — Feb. p. 27
What You Can Do About
Rising Liability Insurance Rates — June p. 3
MARKETING AND SELLING
Boost Your Sales
With Point-of-Purchase Displays — June p. 23
Find the Right Name
For Your Business or Product — May p. 16
How to Use "Co-op Advertising"
To Increase Sales at Lower Cost — April p. 23
Prepare Ahead for Press Interview
To Help Get Your Story Across — Feb. p. 19
Test-Marketing a New Product
When and How to Do It — May p. 23
The Image You Project
Can Be an Asset in Selling — Feb. p. 23
To Win and Keep Customers
Offer a "Little Something Extra" — Jan. p. 21
Toll-Free Long-Distance Phone Service
Could Be Good for Business — April p. 18
Where Mailers Get Their Names — Jan. p. 24
Why Salespeople Stop Trying
And What You Can Do About It — May p. 21
PENSIONS
Pros and Cons of IRAs—
And Good and Bad Investments for Them — Jan. p. 23
Tax Extension Date
Doesn't Apply to IRA — April p. 26
Timing Keogh Plan Withdrawals — Feb. p. 26
Varying Keogh Contributions — April p. 25
What a "SEP" Is — April p. 26
REAL ESTATE
Get the Best Tax Breaks
When You Improve Property You Rent — June p. 16
How to Get the Best Deal and Tenant—
When You Rent Property — Jan. p. 11
Seller-Financed Mortgage
Can Favor Buyer and Seller — Jan. p. 6
What's Your Best Location? — June p. 25
TAXES
Dealing With an Unwanted Check — April p. 26
Dependent Care Arithmetic — June p. 26
Family Bad-Debt Deductions — April p. 25
How "Marriage Deduction" Works — Feb. p. 25
How the IRS Finds Undeclared Income
Through Bank Deposits — Jan. p. 9
In Defense of Local Tax Services — Jan. p. 24
Meaning of "Average Deductions" — June p. 26
Penalty for Early CD Withdrawal — April p. 26
Proving Farm Is Business — Jan. p. 23